

ELKS JUBILEE



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EXALTED RULER



PORTION OF COURT OF
HONOR

The jubilee convention of the order of Elks to be held at Philadelphia during the week beginning July 14 promises to be the biggest gathering of the members of the organization ever before held, and the Quaker city is making elaborate preparations for the celebration. There are 1,950 lodges of the order in the United States and its possessions and from every one, it is said, have come intimations that representative delegations were to be sent, so that it is estimated that fully 500,000 visitors will be present on the convention. In anticipation of their coming the Philadelphia lodge is planning decorations and program on a magnificent scale. There is to be a court of honor which for extent and elaborateness of decoration will probably surpass anything of the kind ever before attempted, and the prominent feature of it all will be great sculptured elks, the characteristic emblem of the order. And outside the court of honor there are to be decorations which will put the city in gala attire. Hundreds of thousands of flags and many hundreds of thousands of bunting and streamers, and many thousands of electric lights will make the business section of the city a perfect fairyland of dazzling splendor. Among the striking designs of the decorations, the elk's head will be displayed in every conceivable environment, artistic, humorous and historic. Great in conception and dazzling in effect as the decorations will be, it is more that probable that the feature that will be remembered with the greatest delight will be the music of convention week. In order to bring the best instrumentalists to Philadelphia it is decided to offer a prize of \$100 or more pieces that would come, so that the musical organizations that will take part in the massed parade and concert will number some of the leading bands in the country.

It has been decided to have this great convention feature on Wednesday, July 17, the musicians to mass about noon after a parade on Broad street. "The Star Spangled Banner," "Onward, Christian Soldiers," and popular melodies will be rendered. In addition to the cash consideration for appearing in this musical event, a special prize of \$300 will be given.

From the opening day of the week until the delegates and friends leave the city will be in the realm of melody. What is intended as the climax of the convention week will be the parade on Thursday, July 18. It is impossible for the committee of arrangements to tell how many members will be in the procession, but the marchers will number thousands. It will be a characteristic pageant threading its way along the boulevard of a city noted for the magnificence of its demonstrations. It will be kaleidoscopic, unique and picturesque, as every delegation intends to present the leading feature of the city or town from which it comes.

In the line which will move at the traditional hour of the order—11 o'clock—there will be floats depicting much of the tradition, much that is humorous and many things grotesque. Bands there will be galore, as many musical organizations will be in the city for the parade day only. There will be gonfalon and flags that will make the procession a moving forest, but the arts and sciences will likewise be depicted.

Colorado Elks will come as a state body and will exploit the mining industries. They will bring a carload of burros, and some Pennsylvanians will be asked to take a ride upon the quarterdeck of one of the bucking bronchos. Mississippi's cotton fields will pass in panoramic view as the New Orleans Elks, who will come by boat, will have a distinctive state exhibit.

Chester, which declares that it has a claim upon William Penn prior to that of Philadelphia, will show how the founder of the Commonwealth, whom the Chester men say was an Elk, appeared when he landed. It is said that the Salt Lake delegation, the men who started the Boosters'

club movement, will show what a real family of Mormons looks like, while California will depict the new San Francisco. More than \$20,000 will be given out in prize money, and the competition will be of a very varied character. A thin and cadaverous Elk is almost an anomaly, but there are said to be one or two around, and the man who can establish his claim to being the leanest and hungriest member of the order of Big Horns will be given a purse upon which to grow fat. There will be competition fierce and heated for the prize of the fattest Elk, as his name is legion and he is said to live in every state and territory in the Union. A prize will go to the smallest and the tallest Elk.

There will be \$300 in three prizes to the lodges having the largest number of members in line, while prizes will be awarded for the best appearance, the lodge having the greatest mileage in the journey to the convention city, to the lodge that brings the largest number of women, for the best float in line, and for lodges that appear in unique uniforms.

Home lodges—that is, branches of the order coming from a section comprised in a radius of 75 miles from Philadelphia—will be given an opportunity to compete for \$1,000 for bringing large delegations and bringing the largest number of women friends. In addition to these gifts in money offered by the committee, special prizes for varied forms of competition will be offered by friends of the order.

The order of the Elks was organized at New York in 1868 by members of the dramatic profession and was for purely social purpose. In 1878 a charter was obtained for the Elks Mutual Benefit association, "for the relief of the sick and needy and the burial of the dead." Of late years the organization has grown rapidly and now includes many other professional and business men. The choosing of the Elk as the name and emblem of the order was inspired by the description of that American animal as "fleet of foot and timorous of wrongdoing, avoiding all combats, except in fighting for the female and in defense of the young." This description so pleased all of the actors that forthwith the order was formed and baptized the Benevolent and Protective Order of Elks, and the initials are now made to read Best People on Earth.

In 1883 a new ritual was adopted, bringing about a virtual reorganization of the order. Although some changes have been made, owing to the great growth of the order, the ritual is very much as it was under the reorganized code.

At first there was a disposition to confine the membership to actors and musicians, but the sentiment for this restriction was not strong enough to prevail, and candidates from outside circles soon began to apply for admission. In 1874 there were but two lodges, in 1882 the number increased to 14, while there are now more than 1,000 lodges and about a quarter of a million members.

Unlike nearly all of the secret societies, the Elks have no intermediary body between the home lodge and the grand body, but in many of the commonwealths state organizations have been formed, and this will be one of the new attractions in a convention that is to be marked with many features.

Books of Authoresses Best Sellers.

Women writers of fiction in England have never been more conspicuously in the majority than at present. "Not since Rousseau and Richardson," says a careful observer of the situation, "has the thought of a nation been shaped—or at least reflected—by its novels as it is to-day." In a recent list of the 12 best selling books in England not a single male author is represented.

Fortunate.
Cobble—I had great luck in Wall street.

Stone—What did you do?
"Came out even."—Life.

FOR THE MERCHANT

LITTLE POINTS THAT HELP IN SELLING GOODS.

BE READY FOR OPPORTUNITY

Let the Public Know What You Have to Sell—Never Stop Pushing—A Hint for the Clerks.

Pluck.
How often you hear one business man say of another who has been successful: "Ain't he lucky?" Luck has nothing to do with anyone's success. It is pluck.

Pluck and enthusiasm are the powers which make the winner. With these two qualities, which are invariably found together, a man will succeed.

Business men who have achieved greatness in their line are those who possess an abundance of enthusiasm.

A possession that is better than anything else to a man is that determination of character known as pluck, and an enthusiastic confidence that he will succeed.

To persevere against great odds, and to make a victorious fight in the face of almost impossibilities, it requires pluck which is not governed by impulse.

To cultivate pluck one must encourage steadfastness of purpose. When a thing is begun it should be finished.

The trouble with most of us is not so much that we have a hard row

work to increase business in the face of strong competition. But the business is there, and somebody will get it—you or your neighbor, or perhaps your competitor in the next town. Which shall it be?

Help your employees increase your business.

Be Business Throughout.
A joke is a joke, but business is no joke, and it is mighty hard to make the two mix.

A man once said: "It pays to advertise most businesses, but mine is different." The sheriff sold him out, and now he works for his successor, who does advertise.

Success.

The secret of most successes lies in the man rather than in the method.

Making people want the goods is, after all, about as near the secret of it as there comes to being any secret. Make the public want what you have to sell and the sale is half made.

Enthusiasm of a failure: "He worked overtime dodging work."

That Man with the Overalls.

When the man with the overalls comes into your store don't turn around and take your time to wait on him. Don't snub the man with the overalls in order to wait upon some elite of your town—that is, if the overall man came into your store first. Your overall man usually stands by the home town. He works in the shops, in the stock yards, in the factories and in the mills. His dollar is just as good as the dollar given to you by the man who tries to put on all kinds of airs in your town. The old American eagle on the silver dollar given to you by the man attired in



Turn to and bury the mail-order house monopoly under the sod of local prosperity. You can do it by spending your money with the local merchants. If you give them an opportunity they will treat you fairly, and they, like yourself, represent the interests of the home town.

to hoe but that we dislike hoeing.

Opportunity knocks once—and often a dozen times—at every door, but you have no kick against the fates if Opportunity knocks, finds you lost in a pipe dream and turns away never to return.

Bacon said: "The mold of a man's fortune is in his own hands."

All men cannot be captains of industry. All men cannot succeed phenomenally. All men, it seems, cannot succeed even moderately, but all men can make an effort to succeed.

We must not stop striving to reach a higher and better place until we are willing to sink to the bottom. If we simply expect to float and not try to swim we might just as well quit. It would be well for us to keep as a motto before us: "Perseverance and pluck conquer all things," for it bears close relationship to the subject chosen. If we regarded the little opportunities in life more seriously and made the most use of them we would be better able to master the golden opportunities.

Let It Be Known.

You may know that you have the best assorted stock in town, but the public will not know it unless you tell them about it; they are not clairvoyants. First use the newspapers liberally, then circulars, personal letters, talk to them when you can catch them in your store, at their homes—anywhere. The first and last thing to bear in mind about advertising is that it is as wide as human nature in its appeal.

Advertising is the mighty engine of success, and without it the business world would be minus its dynamo of energy.

Push All the Time.

If it pays to push when business is good, it pays to push when business is bad.

If it pays to push when business is bad, it pays to push when business is good.

If it pays to push at all, it pays to push all the time.

Therefore, don't let it die.

When everything is coming your way, push to make it come the faster. When everything is going the other way, push to make it come back to you.

Push all the time and you'll feel the better for it, and make more money.

It takes hard thinking and hard

overall counts for just as much and screams just as hard as the bird on the dollar turned over by the man who belongs to the "upper tens." Besides, if the man in the overalls wants credit until Saturday night or until the first of the month, you'll stand to win to get the cash from him when he says he'll pay you. Don't give him the marble heart. You want his trade. He needs dry goods and groceries, and he will spend his money with you if you treat him right.

Business Sickness a Common Complaint.

Stuck in a rut, are you? Same old rut, boss doesn't appreciate your efforts. Interest in your business wearing thin at the edges? Eh? Thought so! Well, what are you waiting for?

You know nothing really comes to the fellow who waits, except the "push." Some people never "get there" unless they're pushed.

If you're sick of your job you're doing yourself and your boss a bad turn by hanging on. Start looking around for another job—that'll keep your mind liquid. Wonderful what a pick-me-up job-hunting is to some people. If you get "turned down" two or three times you'll begin to think what small potatoes you really are after all, and that's good tonic for business sickness—the first sign of recovery, in fact.

Your present job will, maybe, acquire a fresh interest to you, and you'll come at it again like a two-year-old.

If you were born with a square chin and the normal amount of gray matter you'll probably want to get ahead of the procession. There is only one sure way, and that is "know how." A fellow with "know how" never loses interest in his job. He wouldn't get the "know how" if he did.

It's marvelous how interesting business is when you get the proper spirit. Some men obtain more genuine pleasure from business than they do from play. If you want to enjoy business—study it—soak yourself in it, and imagine it's play.

You won't have to imagine long, and when you've got the spirit of the game you couldn't be kept out of it with a pickax.

Fashion is Ever Changing.

Mrs. Shopper—Is that hat that was \$25 this morning the same price still? Milliner—Certainly! Why not? Mrs. Shopper—Well, it's not such a new style as it was then.—Judge.

DECORATED AMERICANS



Supply Americans cannot complain at the lack of honors which foreign countries and societies are bestowing upon citizens of the United States for noteworthy achievements and distinguishing services. And while there is no undignified eagerness on the part of Americans for medals and decorations, there is still a warranted pride in receiving such marks of distinction.

The already long list of those who have been thus honored is growing apace, and if all whose names appear there were to form a society of decorated Americans it would start out with a membership far in excess of that with which most organizations begin.

Such a society would not be in much favor with intensely democratic Americans who have been wont to regard decorations almost in the category of bribes, but such feeling is surely without warrant and is growing less each year. Said Count Cassini on this point not long before he left America for Spain: "I have received 33 decorations, and can it be possible that according to the old notion I have been bribed 33 times? I have recommended the bestowal of many decorations, but they were given in recognition of favors rendered without a thought of a return. Indeed, I have many times during my life been very glad that I could make use of such orders. Men have done me very kind and substantial favors. I could not in honor offer them \$100 or \$500. They would have been insulted by such a crude form of gratitude. The only recourse at my command was to give a decoration or a gold snuffbox. The latter the recipient would never use and could find little pleasure in, so I have chosen to give the decorations where I could."

Congress has but twice in 20 years given its consent for officers of the government to accept decorations that have been tendered them. Furthermore, it is the law that all decorations that foreign governments may wish to give to American officials must be deposited with the state department until the question whether they may be accepted or not is decided.

Thus it is that there is a beautiful order in gold of Grand Officer of the Legion of Honor lying in the vaults of the state department for Gen. Chaffee. Some time congress may allow him to receive it. The time may come when, as with Admiral McCalla last March, he lies on what his grateful family or dearest friends think is his deathbed. Or it may happen that even then the desired permission will be withheld, and only after the brave old soldier is dead and gone will the decoration pass to the hands of his wife and children, to whom it will be a treasured testimony to the worth of the man whom it was intended to honor. And yet if the order were to be allowed to be given to Gen. Chaffee he could not wear it as other men wear theirs on public occasions. No officer of the army or navy nor any civil employee of the government is permitted by law to wear such an emblem of favor with a foreign potentate. This applies to the retired officer as well as those in active service.

Once in a long while an official has a chance to get a decoration by what is at least a pardonable evasion of the law. Secretary H. H. D. Pierce last year, when he resigned his post of assistant secretary of the state department to accept the appointment as minister to Norway, spent a day in private life between the two positions, and in that choice interval took good care to call for his decorations, which had for years, in some cases, laid in the vaults of the department. Among them were the Order of the Double Dragon, conferred by the Chinese government, and the cross of a commander of the Legion of Honor.

In the same way William F. Willoughby, formerly expert of the bureau of labor, and lecturer on social economies at Johns Hopkins and Harvard, stepped out of government employ a few days before accepting his appointment as treasurer of Porto Rico, and

in that time got his medals and official hock.

The number of legionnaires in this country has so increased of late years that the fact has justified Prof. James Howard Gore, of George Washington university in preparing and publishing a directory of all who have received this honor.

The French statutes restrict the number of officers of the Legion of Honor to 4,000, of commanders to 1,000, of grand officers to 200, and of holders of the grand cross to 80. Gen. Chaffee has received probably the highest honor in the Legion of Honor in this country. Archbishop Ireland, Thomas A. Edison, Gen. O. O. Howard, Prof. George F. Barker and Perry Belmont wear the cross of a commander. Prof. Agassiz, Prof. Alexander Graham Bell, Andrew D. White, Prof. Simon Newcomb, James Hazen Hyde, M. E. Stone and Prof. Gore hold the cross of officer.

Among women in this country who have had the distinction of wearing the cross of the Legion of Honor is Mrs. Potter Palmer, of Chicago, and Mrs. Daniel Manning, of Albany, who were thus honored for their services in connection with the exposition of 1900.

Among other orders given to Americans there are numerous decorations, such as the Order of Leopold, the Osmanieh and Medjidieh of Turkey, the order of the Prussian Crown, the Red Eagle of Germany, the order of St. Stanislaus of Russia, the White Elephant of Siam, the order of Dannebrog of Denmark, and many similar decorations.

Probably F. J. V. Skiff, of the Field museum, of Chicago, has as many decorations as any one man in this country. He has made a collection, it might be said. They all came for his services at expositions. Mr. Skiff is an officer of the Legion of Honor for work connected with the Paris exposition of 1900. He has the order of Leopold, the order of Civil Merit of Bulgaria, has the second class order of the Double Dragon of China, the order of the Sacred Treasure of Japan, the order of Orange and Nassau of Holland, the order of the Sun and the Lion of Persia, the order of St. James of Portugal, and the Red Eagle of Germany.

Prof. Herman V. Hilprecht has numerous orders for his researches in ancient history. He wears the Cross of Albert, the Bear of Germany, the Cross of Dannebrog of Denmark, for his cuneiform investigations.

Prof. Simon Newcomb received last year the German Order pour le Merite. This is a distinctly great honor, as there are but 40 members of the order, and a new member is chosen by the survivors whenever death makes a vacancy. The decoration is given by the German emperor. Congress authorized Prof. Newcomb, who is a retired attaché of the naval observatory, to accept the decoration.

One of the rarest decorations that have ever been tendered an American is the Star of Ethiopia, given by King Menelik to Robert P. Skinner, who was intrusted with the delicate mission of opening up treaty relations with Abyssinia. It is a large gold medal surmounted by a gold star with a fine, large turquoise in the center. A smaller but quite valuable gold decoration was also given to Capt. George C. Thorpe, of the marine corps, by King Menelik.

Longer on Throne Than Father.

King Frederick, of Denmark, presents the curious spectacle of a father who has become a king at a later date than his own son. When King Haakon, of Norway, was lately at Copenhagen King Frederick is said to have asked him: "How do you like being king?" "I will rather ask you," replied Haakon. "I have been king longer than you have." Haakon was elected king of Norway by the storting on Nov. 18, 1905, while Frederick, his father, did not succeed to the throne of Denmark until Jan. 29, 1906, on the death of King Christian.